

<b>Position</b>	Telemarketer and Researcher
<b>Reporting to</b>	Emma Brown
<b>Location</b>	TBC
<b>Business Unit and Department</b>	Sales & Marketing
<b>Employment Period</b>	Permanent
<b>Contract Type</b>	Full time
<b>Salary Range</b>	Dependant on Experience (Basic salary plus uncapped commission structure)

## **The company:**

Tsunami Axis is one of the UK's largest suppliers of furniture to the commercial interiors sector. As well as being Herman Miller's largest dealer partner outside of the US, Tsunami Axis works with a wide range of high-profile European manufacturers.

## **Job Purpose:**

An opportunity has arisen within the sales and marketing team for an individual to pro-actively target potential end users through a variety of channels including telemarketing, networking events and social media.

The role will require a strategic thinker who is able to research and map the organisational structure of large global corporations and identify key influencers and decision makers. Identifying and approaching the clients appointed professional teams such as architects, project managers and quantity surveyors will also form a key part of the role. Utilisation of Microsoft Dynamics is central to the role.

## **Requirements:**

The ideal candidate should have excellent communication skills and telephone manner and good social skills. The person should be, tenacious, self-disciplined, motivated and can work as part of a team and on their own initiative, in a fast-paced environment.

The ideal candidate would see the role as that of a rainmaker and detective and get satisfaction and a buzz from creating opportunities for Tsunami Axis to present its products and services to large global corporations whom, prior to your approach, were unaware of Tsunami Axis.

## **Knowledge, Skills, Qualifications & Experience:**

Confidence to consistently undertake cold calling and manage objections. Good organisational skills, research, and analytical skills. The ability to engage potential clients from mid-level managers through to senior executives.

A good understanding of all social media platforms, ability to work under pressure.

Time management skills, systematic, methodological approach.

Optimism and energy.

**Key Competencies:**

- Cold calling experience
- Relationship Building
- Information Seeking
- Team working and Co-operation
- Analytical thinking
- Flexible
- Use own Initiative
- Arrange showroom visits at our own office and Herman Miller showroom
- Manage CRM
- Check lead generation systems daily
- Tracking Major projects, communication with clients, professional teams and developing
- Participate in 'blue sheet' strategic meetings and brainstorming sessions
- Liaising and working closely with Herman Miller to get projects registered
- Networking and going along to industry events
- Assist in organising TA relationship building events (such as cycling, classic car day)

**Desirable:**

- Industry experience or similar
- Sales background

**Note: this job description is not an exhaustive list of the responsibilities and activities that the job holder may be required to undertake**

**How to Apply:**

Please forward your CV to [e.pearce@tsunami-axis.com](mailto:e.pearce@tsunami-axis.com)